

COEP TECHNOLOGICAL UNIVERSITY
DEPARTMENT OF MANAGEMENT STUDIES
MBA With Four Specialization 2024-26 Batch

SEMESTER I- (24-26)							
Program Core Courses-PCC							
Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
				L	T	P	
1	PCC-1		Marketing Management				2
2	PCC-2		Human Resource Management				2
3	PCC-3		Operations Management				2
4	PCC-4		Financial Management				2
5	PCC-5		Introduction to Business Analytics				2
6	PCC-6		Economics (Micro/Macro)				2
7	PCC-7		Financial Accounting				2
8	PCC-8		Statistics				2
Total Credits for PCC				16			
Program Generic Courses							
Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
				L	T	P	
1	PGC-1		Doing Business in India				1
2	PGC-2		Effective Communication				1
3	PGC-3		Self Awareness & Personality Development				1
4	PGC-4		Introduction to Case studies in GM				1
Total Credits for PEC				4			
Total Credits for Sem I				20			

Anurag
4/9/24

Shilpa
4/9/24

Shraddha
4/9/24

SEMESTER II

Program Core Courses-PCC	
1	ENGL 101 - English Composition I
2	ENGL 102 - English Composition II
3	MATH 101 - College Algebra
4	MATH 102 - Trigonometry
5	PHYS 101 - General Physics I
6	PHYS 102 - General Physics II
7	CHEM 101 - General Chemistry I
8	CHEM 102 - General Chemistry II
9	BIO 101 - General Biology I
10	BIO 102 - General Biology II
11	PSYC 101 - General Psychology
12	HIST 101 - United States History
13	HIST 102 - World History
14	EDUC 101 - Introduction to Education
15	EDUC 102 - Educational Psychology
16	EDUC 103 - Educational Research
17	EDUC 104 - Educational Law
18	EDUC 105 - Educational Technology
19	EDUC 106 - Educational Leadership
20	EDUC 107 - Educational Policy
21	EDUC 108 - Educational Assessment
22	EDUC 109 - Educational Communication
23	EDUC 110 - Educational Management
24	EDUC 111 - Educational Finance
25	EDUC 112 - Educational Ethics
26	EDUC 113 - Educational Philosophy
27	EDUC 114 - Educational Sociology
28	EDUC 115 - Educational Anthropology
29	EDUC 116 - Educational Linguistics
30	EDUC 117 - Educational Psychology
31	EDUC 118 - Educational Research
32	EDUC 119 - Educational Law
33	EDUC 120 - Educational Technology
34	EDUC 121 - Educational Leadership
35	EDUC 122 - Educational Policy
36	EDUC 123 - Educational Assessment
37	EDUC 124 - Educational Communication
38	EDUC 125 - Educational Management
39	EDUC 126 - Educational Finance
40	EDUC 127 - Educational Ethics
41	EDUC 128 - Educational Philosophy
42	EDUC 129 - Educational Sociology
43	EDUC 130 - Educational Anthropology
44	EDUC 131 - Educational Linguistics
45	EDUC 132 - Educational Psychology
46	EDUC 133 - Educational Research
47	EDUC 134 - Educational Law
48	EDUC 135 - Educational Technology
49	EDUC 136 - Educational Leadership
50	EDUC 137 - Educational Policy
51	EDUC 138 - Educational Assessment
52	EDUC 139 - Educational Communication
53	EDUC 140 - Educational Management
54	EDUC 141 - Educational Finance
55	EDUC 142 - Educational Ethics
56	EDUC 143 - Educational Philosophy
57	EDUC 144 - Educational Sociology
58	EDUC 145 - Educational Anthropology
59	EDUC 146 - Educational Linguistics
60	EDUC 147 - Educational Psychology
61	EDUC 148 - Educational Research
62	EDUC 149 - Educational Law
63	EDUC 150 - Educational Technology
64	EDUC 151 - Educational Leadership
65	EDUC 152 - Educational Policy
66	EDUC 153 - Educational Assessment
67	EDUC 154 - Educational Communication
68	EDUC 155 - Educational Management
69	EDUC 156 - Educational Finance
70	EDUC 157 - Educational Ethics
71	EDUC 158 - Educational Philosophy
72	EDUC 159 - Educational Sociology
73	EDUC 160 - Educational Anthropology
74	EDUC 161 - Educational Linguistics
75	EDUC 162 - Educational Psychology
76	EDUC 163 - Educational Research
77	EDUC 164 - Educational Law
78	EDUC 165 - Educational Technology
79	EDUC 166 - Educational Leadership
80	EDUC 167 - Educational Policy
81	EDUC 168 - Educational Assessment
82	EDUC 169 - Educational Communication
83	EDUC 170 - Educational Management
84	EDUC 171 - Educational Finance
85	EDUC 172 - Educational Ethics
86	EDUC 173 - Educational Philosophy
87	EDUC 174 - Educational Sociology
88	EDUC 175 - Educational Anthropology
89	EDUC 176 - Educational Linguistics
90	EDUC 177 - Educational Psychology
91	EDUC 178 - Educational Research
92	EDUC 179 - Educational Law
93	EDUC 180 - Educational Technology
94	EDUC 181 - Educational Leadership
95	EDUC 182 - Educational Policy
96	EDUC 183 - Educational Assessment
97	EDUC 184 - Educational Communication
98	EDUC 185 - Educational Management
99	EDUC 186 - Educational Finance
100	EDUC 187 - Educational Ethics
101	EDUC 188 - Educational Philosophy
102	EDUC 189 - Educational Sociology
103	EDUC 190 - Educational Anthropology
104	EDUC 191 - Educational Linguistics
105	EDUC 192 - Educational Psychology
106	EDUC 193 - Educational Research
107	EDUC 194 - Educational Law
108	EDUC 195 - Educational Technology
109	EDUC 196 - Educational Leadership
110	EDUC 197 - Educational Policy
111	EDUC 198 - Educational Assessment
112	EDUC 199 - Educational Communication
113	EDUC 200 - Educational Management
114	EDUC 201 - Educational Finance
115	EDUC 202 - Educational Ethics
116	EDUC 203 - Educational Philosophy
117	EDUC 204 - Educational Sociology
118	EDUC 205 - Educational Anthropology
119	EDUC 206 - Educational Linguistics
120	EDUC 207 - Educational Psychology
121	EDUC 208 - Educational Research
122	EDUC 209 - Educational Law
123	EDUC 210 - Educational Technology
124	EDUC 211 - Educational Leadership
125	EDUC 212 - Educational Policy
126	EDUC 213 - Educational Assessment
127	EDUC 214 - Educational Communication
128	EDUC 215 - Educational Management
129	EDUC 216 - Educational Finance
130	EDUC 217 - Educational Ethics
131	EDUC 218 - Educational Philosophy
132	EDUC 219 - Educational Sociology
133	EDUC 220 - Educational Anthropology
134	EDUC 221 - Educational Linguistics

Program Core Courses-PCC				Teaching Scheme			Credits
Sr. No.	Course Type	Course Code	Course Name	L	T	P	
							2
1	PCC-1		Legal Aspects of Business				2
2	PCC-2		Research Methodology				2
3	PCC-3		Project Management				2
4	PCC-4		Management Accounting				2
5	PCC-5		Management information System				2
6	PCC-6		Introduction to R/Python				2
7	PCC-7		Design & Strategic Thinking				2
Total Credits for PCC							14

Program Generic Courses	
1	1000
2	1000
3	1000
4	1000
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100	1000

Program Generic Courses							
Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
				L	T	P	
1	PGC-1		Company and Sectorial Analysis				1
2	PGC-2		Current Business Environment				1
3	PGC-3		Presentation Skills				1
4	PGC-4		Case Studies				1
Total Credits for PEC							4

Program Specialization Courses-Finance Sp	
FIN 300	Financial Accounting
FIN 301	Managerial Accounting
FIN 302	Financial Management
FIN 303	Investment Management
FIN 304	Financial Institutions
FIN 305	Financial Markets
FIN 306	Financial Risk Management
FIN 307	Financial Derivatives
FIN 308	Financial Engineering
FIN 309	Financial Law
FIN 310	Financial Ethics
FIN 311	Financial History
FIN 312	Financial Geography
FIN 313	Financial Sociology
FIN 314	Financial Psychology
FIN 315	Financial Anthropology
FIN 316	Financial Linguistics
FIN 317	Financial Philosophy
FIN 318	Financial Art History
FIN 319	Financial Music History
FIN 320	Financial Literature
FIN 321	Financial Film Studies
FIN 322	Financial Theater Studies
FIN 323	Financial Dance Studies
FIN 324	Financial Visual Arts
FIN 325	Financial Media Studies
FIN 326	Financial Communication
FIN 327	Financial Journalism
FIN 328	Financial Public Relations
FIN 329	Financial Advertising
FIN 330	Financial Marketing
FIN 331	Financial Sales
FIN 332	Financial Customer Service
FIN 333	Financial Human Resources
FIN 334	Financial Training
FIN 335	Financial Development
FIN 336	Financial Operations
FIN 337	Financial Logistics
FIN 338	Financial Supply Chain
FIN 339	Financial Procurement
FIN 340	Financial Contract Management
FIN 341	Financial Project Management
FIN 342	Financial Quality Management
FIN 343	Financial Risk Management
FIN 344	Financial Compliance
FIN 345	Financial Governance
FIN 346	Financial Sustainability
FIN 347	Financial Social Responsibility
FIN 348	Financial Environmental Management
FIN 349	Financial Health and Safety
FIN 350	Financial Information Systems
FIN 351	Financial Data Analytics
FIN 352	Financial Business Intelligence
FIN 353	Financial Decision Support Systems
FIN 354	Financial Enterprise Resource Planning
FIN 355	Financial Customer Relationship Management
FIN 356	Financial Supply Chain Management
FIN 357	Financial Procurement Management
FIN 358	Financial Contract Management
FIN 359	Financial Project Management
FIN 360	Financial Quality Management
FIN 361	Financial Risk Management
FIN 362	Financial Compliance
FIN 363	Financial Governance
FIN 364	Financial Sustainability
FIN 365	Financial Social Responsibility
FIN 366	Financial Environmental Management
FIN 367	Financial Health and Safety
FIN 368	Financial Information Systems
FIN 369	Financial Data Analytics
FIN 370	Financial Business Intelligence
FIN 371	Financial Decision Support Systems
FIN 372	Financial Enterprise Resource Planning
FIN 373	Financial Customer Relationship Management
FIN 374	Financial Supply Chain Management
FIN 375	Financial Procurement Management
FIN 376	Financial Contract Management
FIN 377	Financial Project Management
FIN 378	Financial Quality Management
FIN 379	Financial Risk Management
FIN 380	Financial Compliance
FIN 381	Financial Governance
FIN 382	Financial Sustainability
FIN 383	Financial Social Responsibility
FIN 384	Financial Environmental Management
FIN 385	Financial Health and Safety
FIN 386	Financial Information Systems
FIN 387	Financial Data Analytics
FIN 388	Financial Business Intelligence
FIN 389	Financial Decision Support Systems
FIN 390	Financial Enterprise Resource Planning
FIN 391	Financial Customer Relationship Management
FIN 392	Financial Supply Chain Management
FIN 393	Financial Procurement Management
FIN 394	Financial Contract Management
FIN 395	Financial Project Management
FIN 396	Financial Quality Management
FIN 397	Financial Risk Management
FIN 398	Financial Compliance
FIN 399	Financial Governance

Sr. No.	Course Type	Course Code	Course Name	T			Credits
				L	T	P	
FINANCE				L	T	P	
1	PSC-1		Financial Management & Institution				2
2	PSC-2		Security Analysis and Portfolio Management				2
3	PSC-3		Corporate Finance				2
4	PSC-4		Micro Finance and Social Banking				2
Total Credits for SEC							8

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
Program Specialization Courses -Marketing				L	T	P	
1	PSC-1		Consumer Behaviour				2
2	PSC-2		Market Research				2
3	PSC-3		Sales and Distribution Management				2
4	PSC-4		Digital Marketing				2
Total Credits for PSC							8

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
Program Specialization Courses -Human Resource Management				L	T	P	
1	PSC-1		Employment related Laws				2
2	PSC-2		Learning and Development				2
3	PSC-3		Talent Acquisition				2
4	PSC-4		Compensation and Reward Management				2
Total Credits for PSC				8			

Program Specialization Courses -Operations Management				Teaching			Credits
				L	T	P	
1	PSC-1		Logistics Management				2
2	PSC-2		Supply Chain and Operation Management				2
3	PSC-3		Ware house Management				2
4	PSC-4		Material Management				2
Total Credits for SEC				8			
Total Credits for Sem II				26			

SEMESTER III

Program Core Courses-PCC

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
1	PCC-1		Strategic Management				2
2	PCC-2		Intro to Startup/MSME etc				2
3	PCC-3		AI & Machine Learning for Business Growth				2
4	PCC-4		Innovation Management				2
5	PCC-5		Business and Commercial Laws				2
6	PCC-6		Business Forecasting				2
7	PCC-7		Internship Project				3
Total Credits for PCC							15

Program Specialization Courses-Finance

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
1	PSC-1		Mergers and Acquisitions				2
2	PSC-2		Advanced Corporate Finance				2
3	PSC-3		Derivatives Management				2
4	PSC-4		Wealth Management				2
Total Credits for PSC							8

Program Specialization Courses-

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
MARKETING							
1	PSC-1		Integrated Marketing Communication				2
2	PSC-2		Rural Marketing				2
3	PSC-3		Brand and Advertising Management				2
4	PSC-4		Customer Relationship Management				2
Total Credits for PSC							8

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
Program Specialization Courses-HRM				L	T	P	
1	PSC-1		OD and Change Management				2
2	PSC-2		Performance Management System				2
3	PSC-3		Industrial Relations				2
4	PSC-4		Assessment Centers and HRD Tools				2
Total Credits for PSC							8

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
Program Specialization Courses-Operations Management				L	T	P	
1	PSC-1		Lean Six sigma				2
2	PSC-2		Services of operation Management				2
3	PSC-3		Quality Management				2
4	PSC-4		ERP Modules & Integration				2
			Total Credits for PSC				8
				Total Credits for Sem III			23

SEMESTER IV

Program Core Courses-PCC				Teaching Scheme			Credits
Sr. No.	Course Type	Course Code	Course Name	L	T	P	

1	PCC-1	Corporate Governance & Ethics					2
2	PCC-2	Data Security and Cyber Laws					2
3	PCC-3	Global Business Environment					2
4	PCC-4	Leadership and Strategic Thinking					2
5	PCC-5	Conflict and Negotiation					2
6	PCC-6	Business Simulations					2
7	PCC-7	Dissertation					3
Total Credits for PCC							15

Program Specialization Courses -Finance Spealisation	
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Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
				L	T	P	
1	PSC-1		Insurance Management				2
2	PSC-2		Taxation				2
3	PSC-3		International Finance				2
4	PSC-4		Financial Risk Management				2
Total Credits for PEC							8

Program Specialization Courses -Marketing Spealisation	
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Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
				L	T	P	
1	PSC-1		Retail and E Commerce				2
2	PSC-2		Service Marketing				2
3	PSC-3		B to B Marketing				2
4	PSC-4		International Marketing				2
Total Credits for PEC				8			

Sr. No.	Course Type	Course Code	Course Name	Teaching Scheme			Credits
Program Specialization Courses - HR Spealisation				L	T	P	
1	PSC-1		HR Analytics				2
2	PSC-2		Current Trends In HR				2
3	PSC-3		International HRM				2
4	PSC-4		People Management				2
Total Credits for PEC							8

Semester IV							
Program Specialization Courses Operations Management				Teaching Scheme			Credits
Sr. No.	Course Type	Course Code	Course Name	L	T	P	
1	PSC-1		Theory of Constraints				2
5	PSC-2		Outsourcing Delivery				2
6	PSC-3		Enterprise Risk Management				2
7	PSC-4		Technology / ERP In Operation				2
Total Credits for PSC							8
Total Credits for Sem IV					23		

Note

Total Credits for MBA (GM) 2024-26 Batch with Four Specialization $(20 + 26 + 23 + 23) = 92$

Shreya
4/9/24

Shilpa
4/9/2024.

Ram
04/09/24

DEAN
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